



Department of the Navy Naval Supply Systems Command



Year-End Review & FY15 Projections



Associate Director
Date



Report Documentation Page				Form Approved OMB No. 0704-0188	
Public reporting burden for the collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to Washington Headquarters Services, Directorate for Information Operations and Reports, 1215 Jefferson Davis Highway, Suite 1204, Arlington VA 22202-4302. Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to a penalty for failing to comply with a collection of information if it does not display a currently valid OMB control number.					
1. REPORT DATE 12 AUG 2014		2. REPORT TYPE		3. DATES COVERED 00-00-2014 to 00-00-2014	
4. TITLE AND SUBTITLE Year-End Review & FY15 Projections				5a. CONTRACT NUMBER	
				5b. GRANT NUMBER	
				5c. PROGRAM ELEMENT NUMBER	
6. AUTHOR(S)				5d. PROJECT NUMBER	
				5e. TASK NUMBER	
				5f. WORK UNIT NUMBER	
7. PERFORMING ORGANIZATION NAME(S) AND ADDRESS(ES) Naval Supply Systems Command, 5450 Carlisle Pike, Mechanicsburg, PA, 17055-0791				8. PERFORMING ORGANIZATION REPORT NUMBER	
9. SPONSORING/MONITORING AGENCY NAME(S) AND ADDRESS(ES)				10. SPONSOR/MONITOR'S ACRONYM(S)	
				11. SPONSOR/MONITOR'S REPORT NUMBER(S)	
12. DISTRIBUTION/AVAILABILITY STATEMENT Approved for public release; distribution unlimited					
13. SUPPLEMENTARY NOTES NDIA 27th Navy Gold Coast Small Business Procurement Event, 12-13 Aug 2014, San Diego, CA.					
14. ABSTRACT					
15. SUBJECT TERMS					
16. SECURITY CLASSIFICATION OF:			17. LIMITATION OF ABSTRACT Same as Report (SAR)	18. NUMBER OF PAGES 6	19a. NAME OF RESPONSIBLE PERSON
a. REPORT unclassified	b. ABSTRACT unclassified	c. THIS PAGE unclassified			

FY14 SB Dashboard NAVSUP

Data as of: 06 August 2014



SBAM Spend: 4,781,281,323

Total Spend: 4,791,652,294





Where do you think you will end up for FY14? Why?

SB – 26.0%, SDB – 8.0%, SDVOSB – 3.6%, WOSB – 6.6%, HZ – 0.6, Sweetspot – 81.0%.

Drivers: SB - \$200M in NMCI carry-over awards from FY13; HZ - loss of sources.
Efforts: targeted emphasis on services & HZ; continued emphasis on SAP SBSAs.

Significant unexecuted set-aside awards that impacted your FY14 goal

- GBS follow-on contract (100% set-aside) was expected to be in place this FY but will not be awarded until Feb 2015.
- Impact: Multi-year requirements could not be placed on GBS in FY14. Some alternate strategic sourcing solutions did not result in set-asides.

Industries and/or socio-economic Concerns

- SB - Final year of GBS (follow-on not awarded);
- HUBZone - loss of certified firms;
- SDVOSB – major SDVOSB contract may realign outside NAVSUP.
- Decline in spend continues at some customer-driven sites.

Plan to Increase SB performance

Services Contracting: Establish deep-dive positions with strategic sourcing office to pre-review expiring services contracts to identify break-up/break-out candidates for SB in “way ahead” mode.



Projected overall & SB spends in FY15

NAVSUP Eligible Spend for FY15:
\$6.8 Billion
Small Business Spend for FY15:
\$1.77 Billion – 26.0%

Command's projected targets and group performance in FY15

SDB – 8.0%	KBS: 30%
SDVOSB – 3.5%	Facility: 50%
WOSB – 6.6%	Elect/Comm: 10%
HUBZone – 0.6%	
Sweetspot – 81%	

Non-expiring funds pushed to FY15 & beyond that would impact coming years

N/A

Strategy changes from FY14

- Expiring services contract deep-dive analysis initiative.
- Supplies: review LTCs for SB pass-through items & remove where possible.



Concerns

- FPDS-NG logic out-of-date
- NMR disconnect with SBA (FAR guidance vs. SBA intent) on distributor “set-asides” for brand-name/SS products.
- Overseas application of SB programs and resulting impact.

Developed Metrics

- Track percent of award actions to SB in addition to percent of award dollars.
- Rate of competition

What's right?

Keep dashboard focus on the SB program targets.

What's missing?

Competition statistics.

What can be better?

- Portfolio spend data not accurate due to FPDS-NG pulling only the top NAICS assigned to a MAC. (KO can't change in CARs.)
- Set-aside rate not accurate due to FPDS-NG inability to code discretionary set-asides.



Questions

Status Update Requests – what is the latest news on:

- Implementing the SBA Final Rule regarding SB programs applying regardless of place of performance (e.g., overseas)
- Consolidating SYSCOM SB offices
- Changing small business series to 1101
- Eliminating part-time SB positions
- Releasing DD2597 revision, latest version

